

Nayan Dhawas

Senior Salesforce Developer

Contact

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Technical Skills

Salesforce CPQ

Salesforce Pardot

Apex Triggers

Batch Apex

Salesforce Salescloud

Business Skills

Communication

Team Work

Code Review

Leadership

Senior Salesforce Developer with experience of 3 years. Highly Organized in working as a Team Player, Communication and Deliverables.

Education

2002-04 -	Junior School & High School
2014-03	<i>The Aditya Birla Public School - Awarpur</i>
2014-08 -	BE: Computer Science
2018-05	<i>S. B. Jain Institute of Technology - Nagpur</i>

Work Experience

Senior Salesforce Developer : Jun 20 - Current
Salesforce Developer : Jun 18- Jun 20

Project

2020-04 - Current	Salesforce CPQ Developer <i>US Based Real Time Payments Solution Provider, Pune</i> Description: Client is a leading payment solution software provider for Banks and Merchants. Client is driving the digital transformation of banks & merchants to help them meet the real-time payment needs of their consumers and business customers. Responsibilities: <ul style="list-style-type: none">· Interacting and communicating to understand the business requirement with Marketing, Sales and Finance departments to understand their pain points.· Understanding user stories and mapping them to technical requirements to get the best out of system.· Configuring Salesforce's CPQ package as per client's business processes.· Designing and implementing CPQ for pricing mechanism.· Developed complex pricing logic using Price Rules, Summary Variables, Discount Schedules, Look up Tables and QCP.· Configuration of Product Bundle using Product Rules,
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Problem Solving

Task Management

Requirement Gathering

Languages

English

Hindi

Marathi

Features and Configuration Attributes.

- Deployment of developed components using change set as well as migration of different created rules using data loader in different phases grouped by major functionalities.

2. US Based Salesforce

Salesforce Developer & Salesforce CPQ Developer

US Based Salesforce Consulting Firm , Pune

Description: Client is a professional consulting services firm. Client has been helping different clients in implementing cutting edge technologies. For this client, I have worked on multiple projects, which includes CPQ Configurations as per client's requirement.

Responsibilities:

- Effectively understood the business requirements and mapped them to the underlying technical requirements and proposed a technical solution for the same.
- Creating different product rules, price rules as per client requirement.
- Creating different validation rules, workflows, process builders and triggers as per client requirement
- Developed Test classes to ensure that the developed code is appropriately tested for all use cases involved in the application.

2019-10 -
2019-12

Salesforce CPQ Developer

Leading provider of IT products and services, Pune

Description: Client is a multinational Information Technology Equipment and Services company which offers a diversity of products and services in the area of personal computing, enterprise computing as well as storage products, telecommunications, advanced microelectronics and air conditioning.

Responsibilities:

- Interacting with the client to understand business requirement.
- Creating Lightning Web Components as per the client's requirement.
- Creating Custom Action to call LWC on click of button

in QLE.

- Recalculating discounts in LWC for different QuoteLineGroups.
- Creating components for cloning of data related to a QuoteLineGroup which included all Standalone products as well Bundle products.

2018-12 -
2019-09

Salesforce CPQ Developer & Pardot Specialist

Philippines based Salesforce Consulting Services, Pune

Description: Client was a Consulting Service provider that mainly focused on providing skilled resources in HealthCare, Transport, Financial Services and Government domain across all time zones.

Responsibilities:

- Development of various functionalities using point & click capabilities, using apex using, Pardot and CPQ Platform.
- Requirement Analysis for Pardot implementation.
- Integrated Pardot with Salesforce for bi-directional lead sync.
- Create campaigns and generate tracking code to embed it in the client's website to track all the visitors.
- Set up autoresponder emails and drip marketing programs to nurture colder leads to a sales-ready state.
- Automatically alert reps when leads are sales ready.
- Built form handlers and embedded in the client's existing Website.
- Price Rules, Product Rules, Product Configuration, Bundle Configuration Quote Templates, Section Terms & Line Items
- Created asynchronous framework trigger to by-pass the time limit issues while creating Renewals.
- Custom development of creating Quote Lines on Amendments while Renewals are contracted.

2018-06 -
2018-11

Salesforce CPQ Developer

Event Management Facilitator, Pune

Description: Client is a privately held software-as-a-service company that specializes in market-Certifications Additional Information leading meetings, events, and hospitality management technology.

Responsibilities:

- Interacting and communicating to understand the business requirement with Marketing, Sales and Finance departments to understand their pain points.
- Understanding user stories and mapping them to technical requirements to get the best out of system.
- Designing and implementing CPQ for pricing mechanism.

Certifications

Salesforce CPQ Specialist

Salesforce Pardot Specialist

Additional Information

1x Speaker at Salesforce Meetup.

Mentored Freshers in Training Program.